

HISTORY

OF THE

**INVENTION AND
ILLUSTRATED PROCESS OF MAKING**

FOLEY'S

DIAMOND POINTED

GOLD PENS

WITH COMPLETE ILLUSTRATED CATALOGUE OF

Fine Gold Pens. Gold. Silver. Rubber.
Pearl and Ivory Pen & Pencil Cases.
Pen Holders, &c.

PATENTED & MANUFACTURED
BY

JOHN FOLEY

BROADWAY, NEW YORK.

AN INTERESTING HISTORY.

GOLD PENS: .

WHO INVENTED THEM; WHEN, AND WHERE.

FOLEY'S DIAMOND POINTED

GOLD PENS:

HOW THEY ARE MADE; THE MACHINERY USED; THE DIFFERENT
PROCESSES FULLY ILLUSTRATED.

DIAMOND (IRIDIUM) POINTS:

WHAT THEY ARE, AND HOW APPLIED,

THEIR GREAT VALUE.

THE IMPORTANT FEATURES OF A GOOD GOLD PEN.

PRESENTED

To H. C. Kerr Esq

Mount Joy Pa.

with Compliments of
Yours Respectfully

John Foley

New York

C I R C U L A R.

To those engaged in mercantile pursuits, any invention that will facilitate their labors, is highly worthy of notice as well as extensive patronage. One of the most important inventions of the present age, is that of a pen that possesses the necessary qualities of fineness in mark and durability in use.

Pre-eminently such are those of JOHN FOLEY, Manufacturer of fine Gold Pens and Pencils. Their superior value is tested by the long time he has been engaged in our city in their manufacture. We, the subscribers, who know the value of Foley's Pens from constant use of them for a number of years, cheerfully recommend them to those who wish for the best and most perfect Gold Pen ever made.

Signed by the following leading Merchants and Bankers of New York City, and over one thousand others:

JOHN E. WILLIAMS, Pres't Metropolitan Nat'l Bank.	VERMILYE & Co.
GEO. I. SENEY, Cashier Metropolitan Nat'l Bank.	WINSLOW, LANIER & Co.
GEO. J. MCGOURKEY, Teller Met. National Bank.	GEO. D. ARTHUR & Co. .
R. W. SWAN, Teller Metropolitan National Bank.	H. T. MORGAN & Co.
J. C. SMITH, Gen'l Book-keeper, Met. Nat'l Bank.	JEWEL, HARRISON & Co.
A. K. THOMPSON, Discount Clerk, Met. Nat'l Bank	C. DENNIS, Vice-President Atlantic Mutual Ins. Co.
S. M. BALDWIN, Note Teller, Met. National Bank.	J. H. CHAPMAN, Sec'tay Atlantic Mutual Ins. Co.
GEO. S. COE, Pres't American Exchange Nat'l Bank.	D. D. SMITH, Pres't Commercial Mutual Ins. Co.
E. WILSON, Cashier Amer. Exchange Nat'l Bank.	HENRY D. KING, Sec'y Commercial Mutual Ins. Co.
T. W. PINNEY, Paying Teller, Amer. Exchange National Bank.	J. P. PAULSON, Pres't Sun Mutual Insurance Co.
ROBERT BAYLES, President Market National Bank.	E. WALTER, President Mercantile Mutual Ins. Co.
JOHN A. PARKER, Cashier Phoenix National Bank.	C. J. DESPARD, Sec'y Mercantile Mutual Ins. Co.
J. A. BEARDSLEY, Cashier Nat'l Bank of N. America.	THOS. HALE, Sec'y Pacific Mutual Insurance Co.
WM. A. FALLS, Pres't Corn Exchange Nat'l Bank.	WM. ELSWORTH, President Mountbark Fire Ins. Co.
R. H. LOWRY, Pres't Nat'l Bank of the Republic.	JOHN W. CHEENEY, Sec'y La Fayette Fire Ins. Co.
H. W. FORD, Cashier Nat'l Bank of the Republic.	A. F. WILLMARTH, Vice-President Home Fire Insurance Co.
F. D. TAPPAN, President Gallatin National Bank.	MORRIS FRANKLIN, Pres't New York Life Ins. Co.
C. F. TOMPSON, Cashier Continental National Bank.	WM. H. BEERS, Actuary New York Life Ins. Co.
ISAAC G. OGDEN, Cashier N. Y. County Nat'l Bank.	WM. K. ACKERMAN, Sec'y Illinois Central R. R. Co.
WM. L. JENKINS, President Bank of America.	AMERICAN EXPRESS Co.
L. H. DONALDSON, Teller Bank of America.	ADAMS EXPRESS Co.
R. B. FERRIS, Cashier Bank of New York.	WELLS, BUTTERFIELD & Co.
J. W. LEWIS, Cashier Union National Bank.	WELLS, FARGO & Co.
F. M. HARRIS, President Nassau National Bank.	UNITED STATES EXPRESS Co.
WM. H. COX, Cashier Mechanics' National Bank.	BARCLAY & LIVINGSTON.
JAMES BUELL, President Importers and Traders' National Bank.	NEW YORK DAILY "TIMES."
J. M. CRANE, Cashier Shoe and Leather Nat'l Bank.	A. GORDON, Cashier New York <i>Herald</i> .
J. W. B. DOBLER, Cashier Sixth National Bank.	T. KETCHAM & Co.
JOHN T. HILL, President Ninth National Bank.	S. B. CHITTENDEN.
CLARK, DODGE & Co.	JOHNSON & HIGGINS.
WHITE, MORRIS & Co.	MOODY & TELFAIR.
	McKILLOP, SPRAGUE & Co.

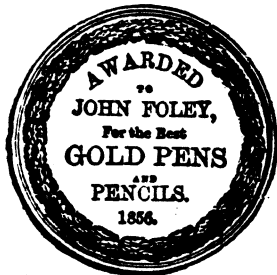
AMERICAN INSTITUTE.



GOLD AND SILVER



MEDALS



AND

DIPLOMAS.



JOHN FOLEY,

HAS RECEIVED MORE MEDALS, DIPLOMAS,
AND

PUBLIC TESTIMONIALS

FOR THE

BEST GOLD PENS AND PENCILS

THAN THAT OF ANY OTHER MANUFACTURER.

EXHIBITION OF THE INDUSTRY OF ALL NATIONS.

GOLD MEDAL.

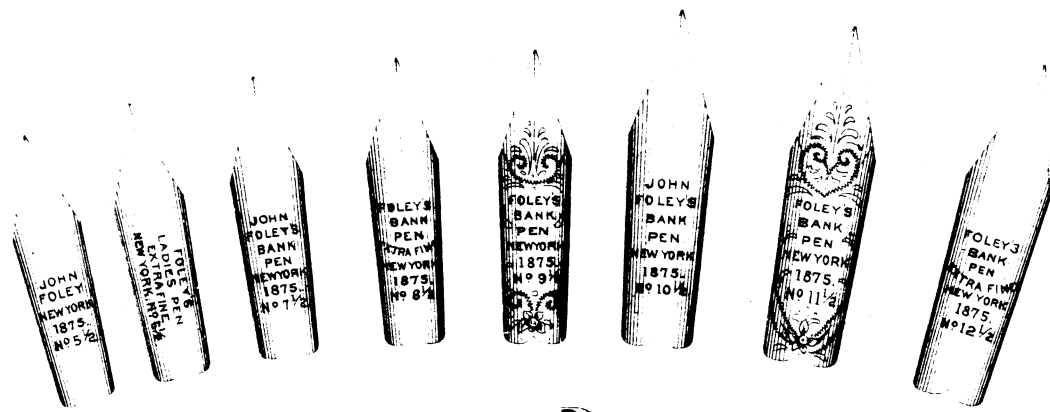


ESTABLISHED
1848.

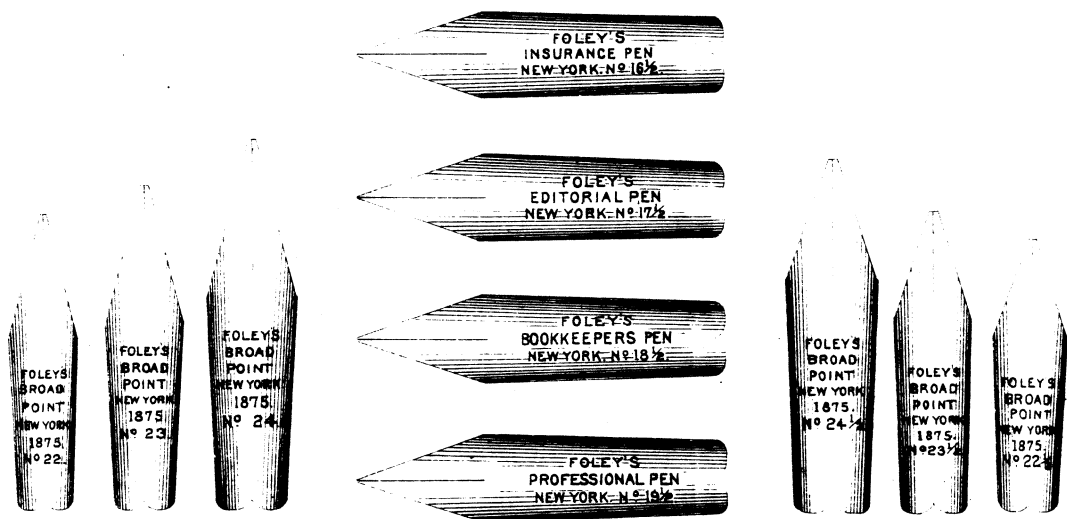
THE OLDEST
GOLD PEN
HOUSE
IN
AMERICA.

SILVER MEDAL.



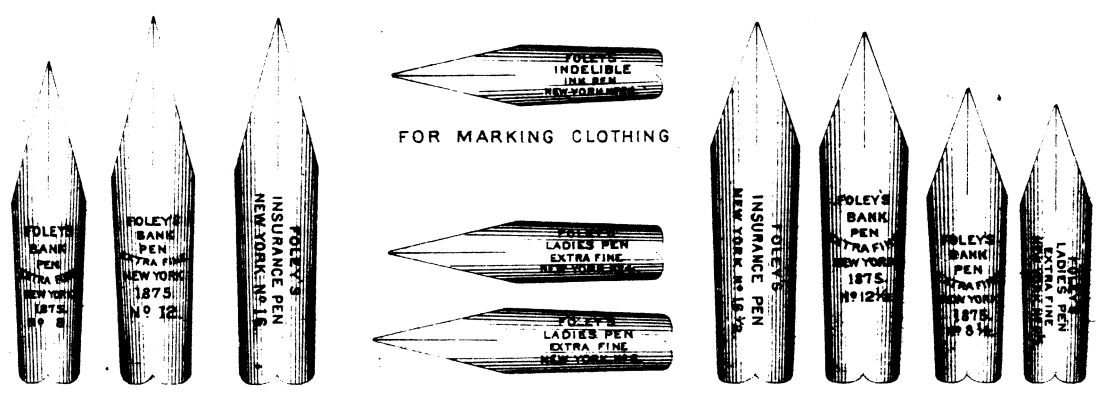


DIAMOND POINTED



For coarse writing. Short Nibs all half Nos. 5 1/2 to 24 1/2

GOLD PENS.



FOR EXTRA FINE WRITING Nos. 4, 6, 6 1/2, 8, 8 1/2, 12, 12 1/2, 16, & 16 1/2.

No. 5 1/2 and 6 1/2 Gold Pen, short nib.....	each, \$2 00	No. 20 1/2, Short nibs.....	each, \$3 50
" 7 1/2, 8 1/2 and 9 1/2 Gold Pen, short nib.....	" 3 00	" 24 1/2 "	" 4 50
" 10 1/2 "	" 4 00	" 28 Long nibs.....	" 3 50
" 11 1/2 and 12 1/2 "	" 4 50	" 28 "	" 3 50
" 16 1/2, 17 1/2, 18 1/2 and 19 1/2, short nibs.....	" 5 00	" 24 "	" 4 50
" 23 1/2 "	" 2 50	" 25 "	" 2 00

No. 5 1/2 is the smallest and No. 19 1/2 is the largest Short nibs made. All Short nib Pens are half Nos.



GOLD PENS, WITH EBONY GOLD-PLATED DESK HOLDERS.

No. 12 and 12½ Gold Pen and Holder.....each,	\$5 50	No. 16 to 19½ Gold Pen and Holder.....each	\$6 00
“ 13 Gold Barrel Pen and Holder..... “	3 50	“ 20 Gold Pen and Holder..... “	7 50
“ 14 “ “ “	4 50	“ 21 “ “	10 00
“ 15 “ “ “	6 00		

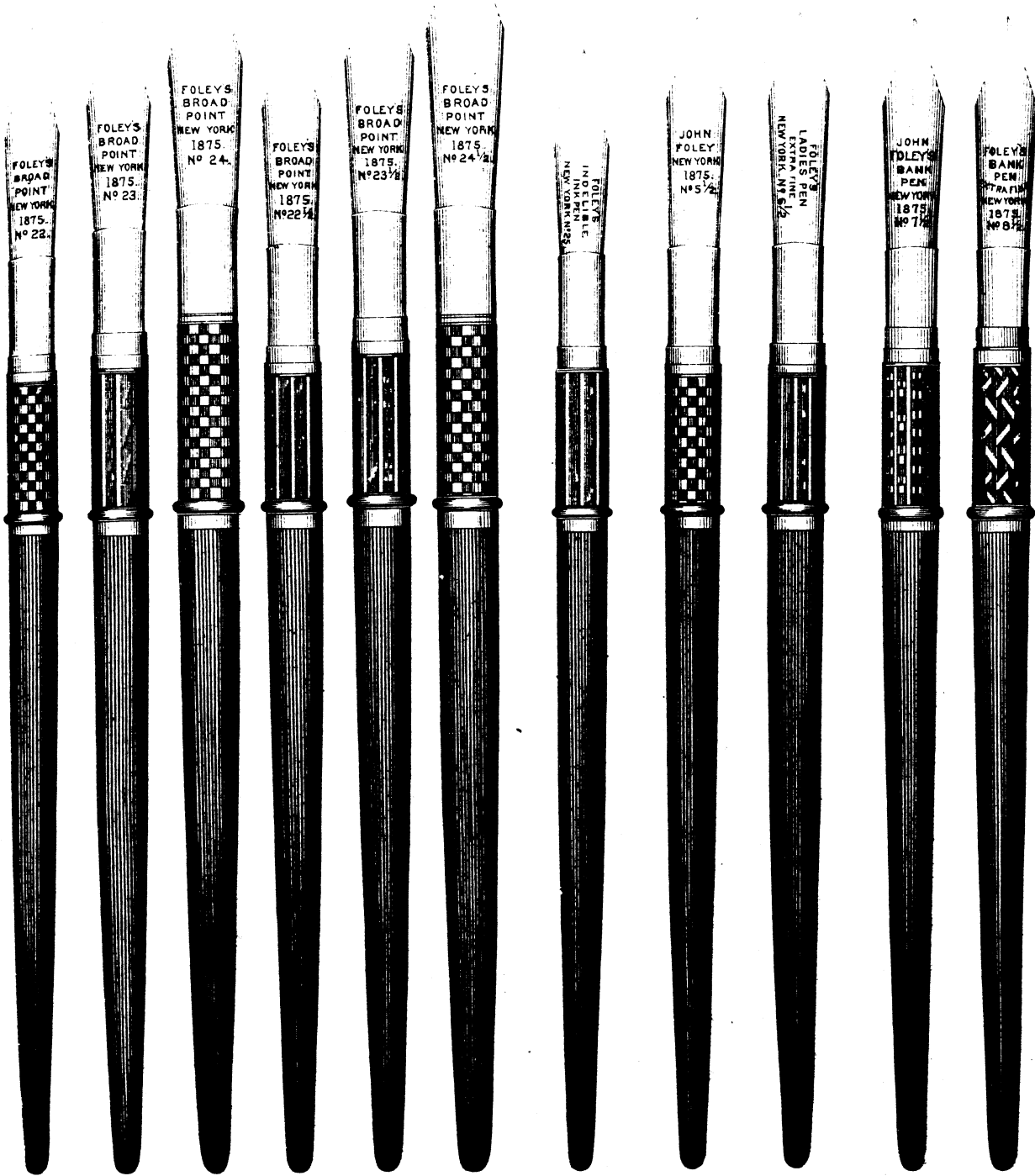
10 per cent. discount if you purchase half dozen or more.



FOLEY'S CELEBRATED "BANK" GOLD PENS, WITH GOLD-PLATED HOLDERS.

No. 9 $\frac{1}{2}$ Gold Pen and Holder, short nibs, . . . each, \$3 75	No. 7, 8 & 9 Gold Pen & Holder, long nibs, . . . each, \$3 75
" 10 $\frac{1}{2}$ " " " " " 5 00	" 10 Gold Pen and Holder, " " " " 5 00
" 11 $\frac{1}{2}$ & 12 $\frac{1}{2}$ Gold Pen & Holder, short nibs, " " 5 50	" 11 & 12 Gold Pen & Holder, " " " " 5 50

10 per cent. discount if you purchase half dozen or upwards of any goods in this book.



BROAD POINTS AND DESK HOLDERS, INDELIBLE INK PEN AND HOLDER, SHORT NIBS.

No. 22 and 22 1/4 Gold Pen and Holder.....each, \$3 00	No. 25 Gold Pen and Holder.....each, \$2 75
" 23 and 23 1/4 " " " " " 4 50	" 5 1/2 and 6 1/4 Gold Pen and Holder..... " 2 75
" 24 and 24 1/4 " " " " " 5 50	" 7 1/2 and 8 1/4 " " " " " 3 75

Nos. 22, 23 and 24 Pens will fit any No. 5, 7 and 10 Holder or Case.



GOLD PENS, WITH GOLD-PLATED SLIDE HOLDERS.

No. 1 Gold Pen and Slide Holder.....	each,	\$1 50	No. 7 to 9½ Gold Pen and Slide Holder....	each,	\$4 50
" 2 " " " " " " " " " " " " " "	"	2 00	" 10 and 10½ Gold Pen and Slide Holder..	"	6 00
" 3 and 4 Gold Pen and Slide Holder....	"	2 50	" 11 to 12½ " " " " " " " " " "	"	6 50
" 5 to 6½ " " " " " " " " " " " "	"	3 25	" 16 to 19½ " " " " " " " " " "	"	7 00



GOLD PENS, WITH GOLD-PLATED REVERSE HOLDER.

No. 2, Gold Pen and Reverse Holder.....each, \$2 00	No. 5 to 6½ Gold Pen and Reverse Holder..each, \$3 25
" 3 and 4 Gold Pen and Reverse Holder.. " 2 50	" 7 to 9½ " " " 4 50

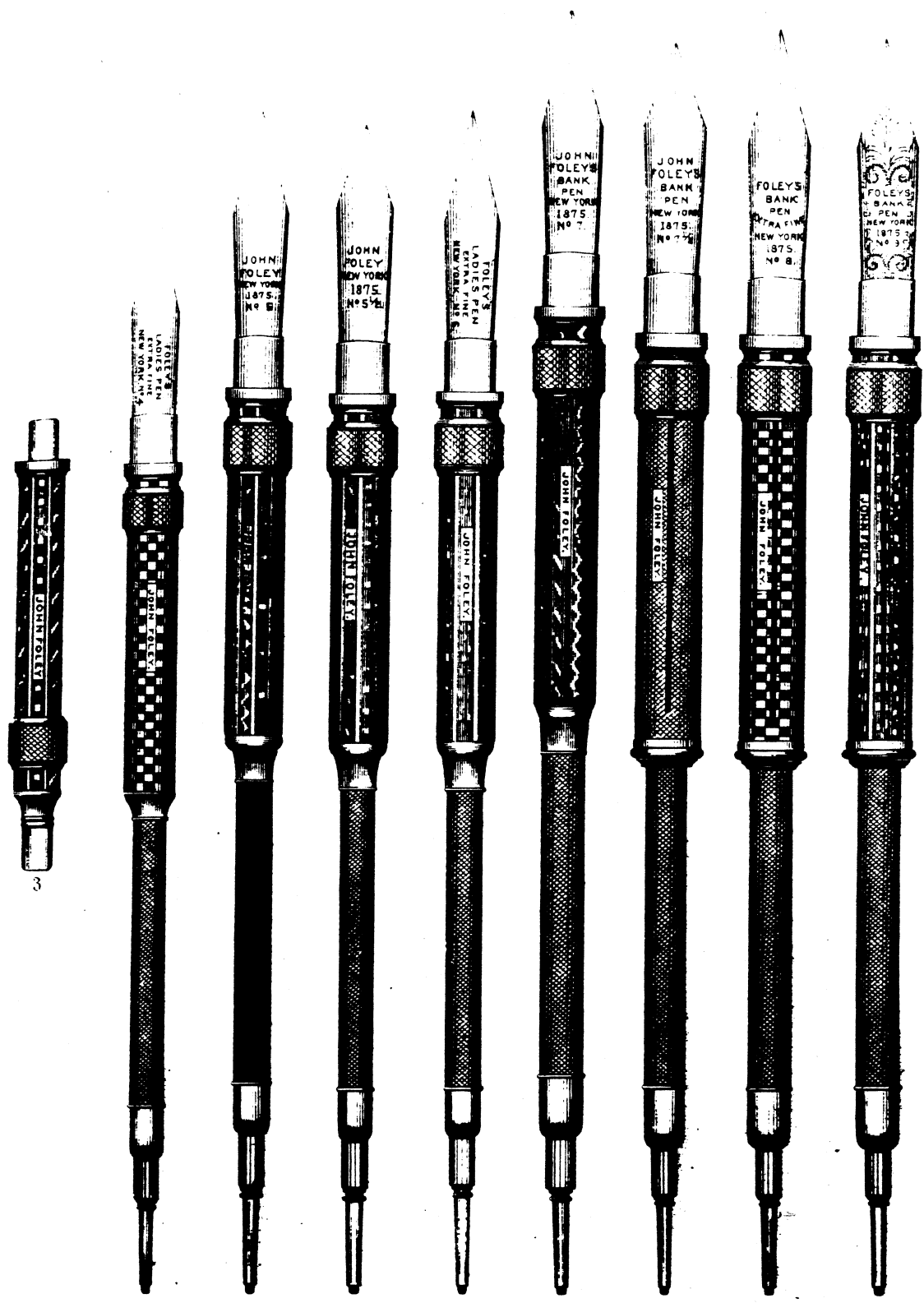
10 per cent. discount to shippers or others who will purchase half dozen or more articles.



GOLD PENS, WITH GOLD-PLATED TELESCOPE HOLDERS.

No. 3 and 4 Pen and Telescope Holder each,	\$2 75	No. 10 and 10 1/2 Pen and Telescope Holder . . each,	\$6 00
" 5 to 6 1/2 " " " " " " "	3 50	" 11 to 12 " " " " " "	6 50
" 7 to 9 1/2 " " " " " " "	4 50	" 16 to 18 " " " " " "	7 00

10 per cent. discount if you purchase half dozen or more of the above or any goods in this book.

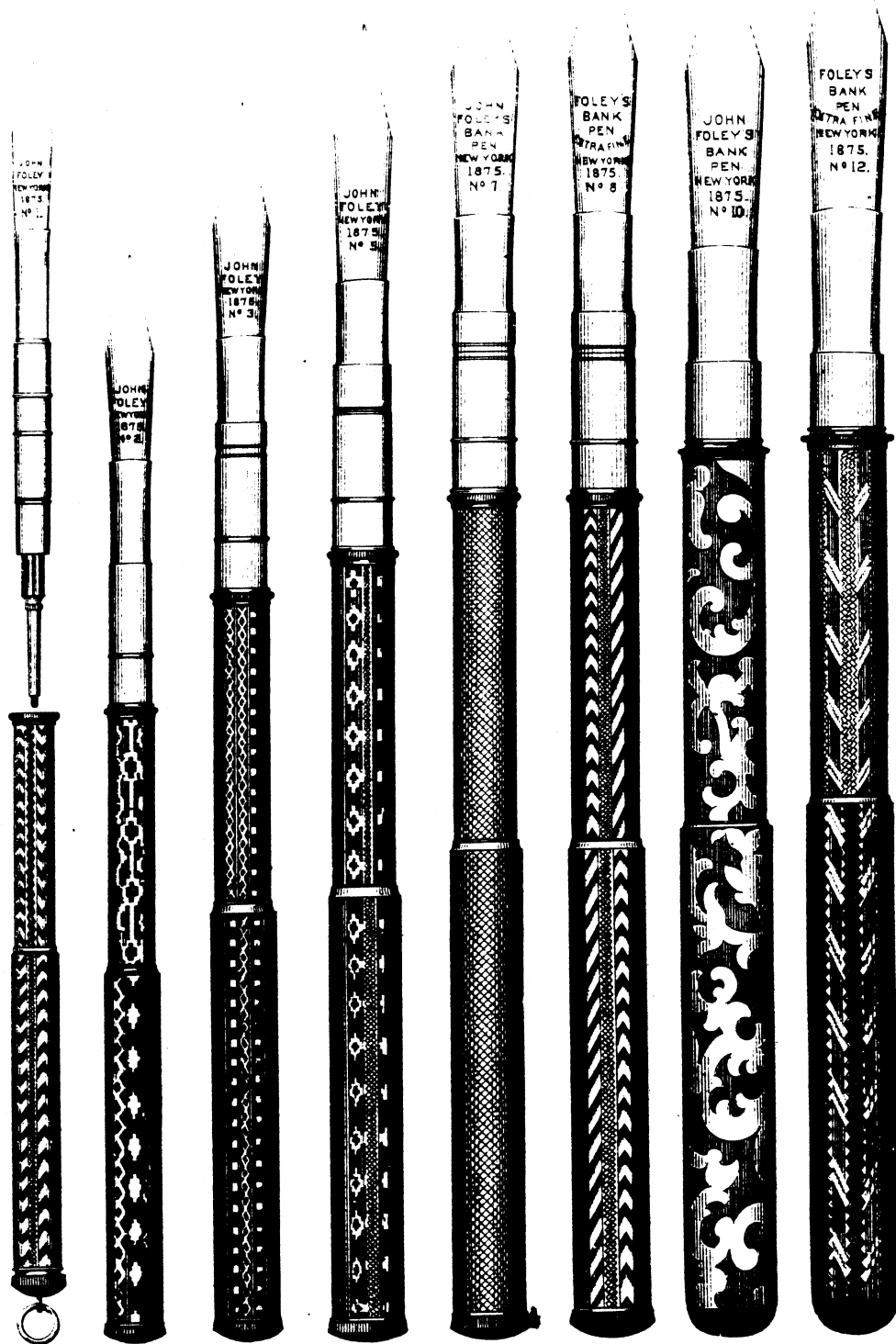


GOLD PENS, AND GOLD-PLATED TELESCOPE CASES WITH PENCIL.

No. 3 and 4 Pen and Telescope Case.....each, \$4 00	No. 7 to 9½ Pen and Telescope Case.....each, \$6 00
" 5 to 6½ " " " " " " " " 5 00	" 10, 11 and 12 will fit all No. 5, 7 and 9½ Holders.

All half numbers are short-nib pens, and like in size and price to long nibs without the half number—fitting into all the same cases and holders.

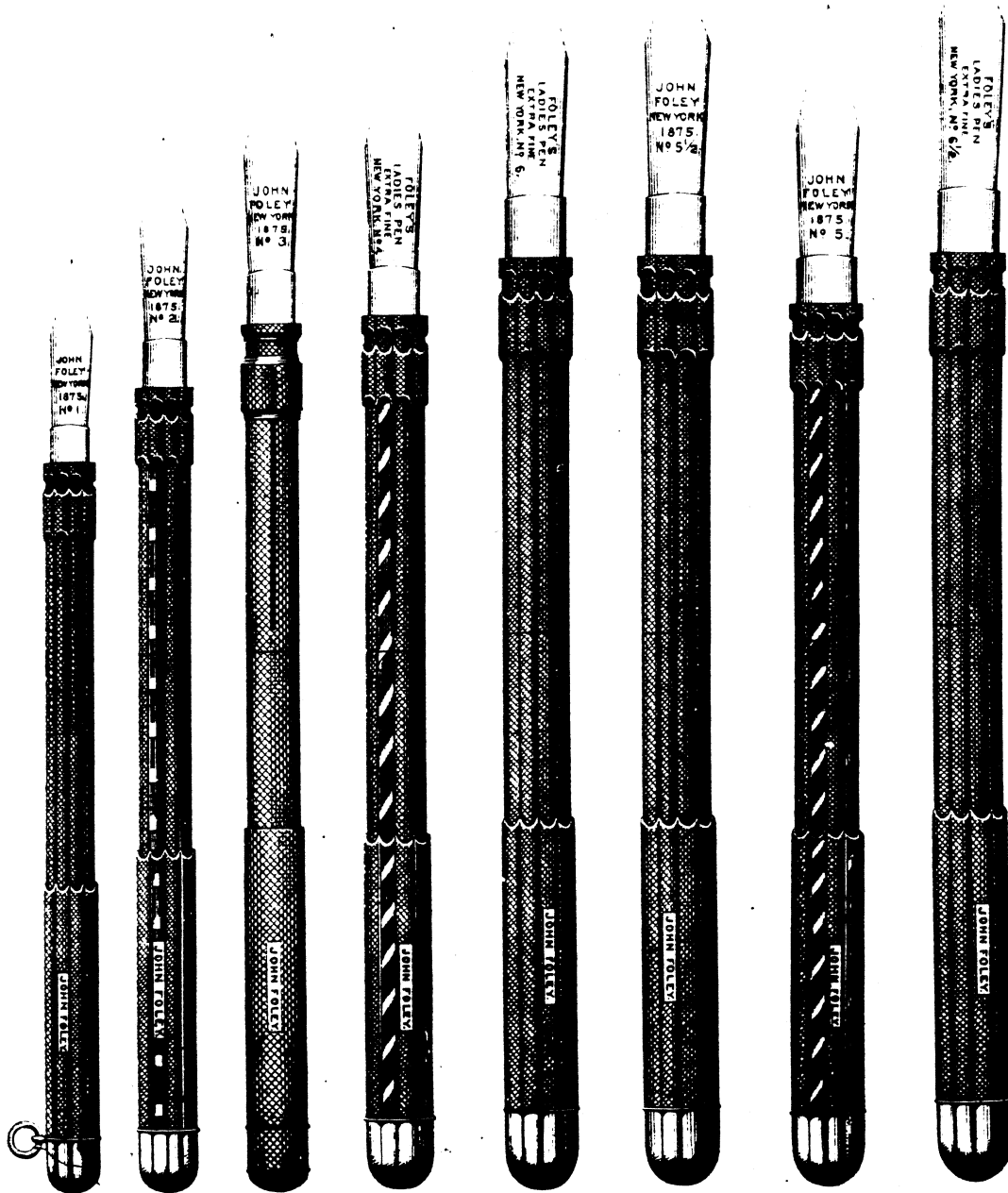
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GOLD PENS, WITH SILVER EXTENSION CASE.

No. 1 Pen and Silver Extension Case.....	each, \$1 50	No. 5 to 6½ Pen and Silver Extension Case, each,	\$3 50
" 2 " " " " " " " " " " " " " " " "	2 00	" 7 to 9½ " " " " " " " " " " " " " " "	5 00
" 3 and 4 Pen and Silver Extension Case, " " " " " " " " " " " " " " "	3 00	" 10 and 10½ " " " " " " " " " " " " " " "	6 00
10 per cent. discount by the half dozen or upwards.		" 11 to 19½ " " " " " " " " " " " " " " "	7 00

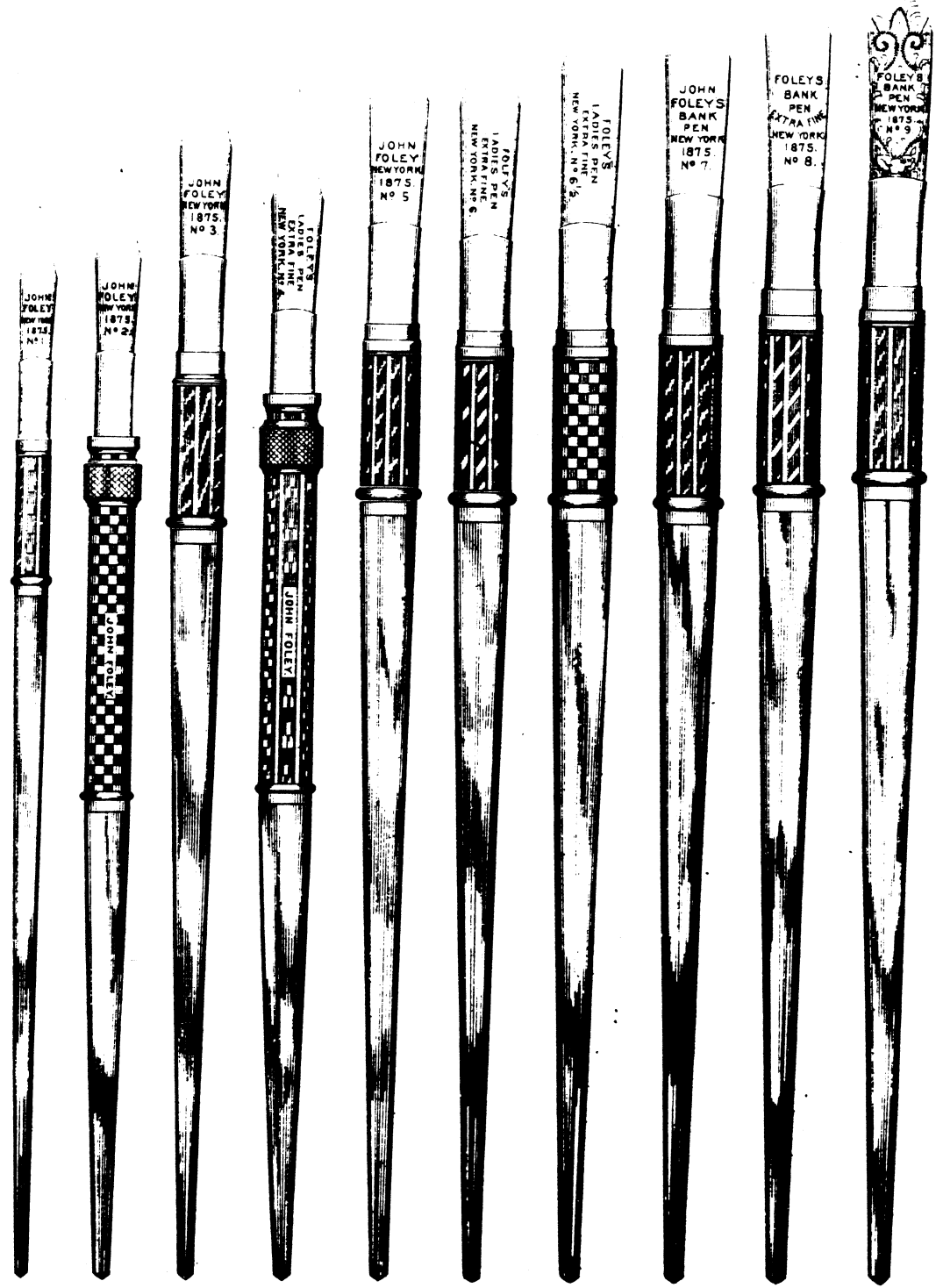
10 per cent. discount if you purchase a half dozen or upwards.



GOLD PENS, WITH SILVER SCREW EXTENSION PENCIL CASE.

No. 1 Pen and Silver Screw Case.....	each, \$2 50	No. 5, 5½, 6, & 6½ Pen & Silver Screw Case, each, \$4 50
" 2 " " "	" 2 75	" 22 and 23½ " " " " 5 00
" 3 & 4 " " "	" 4 00	

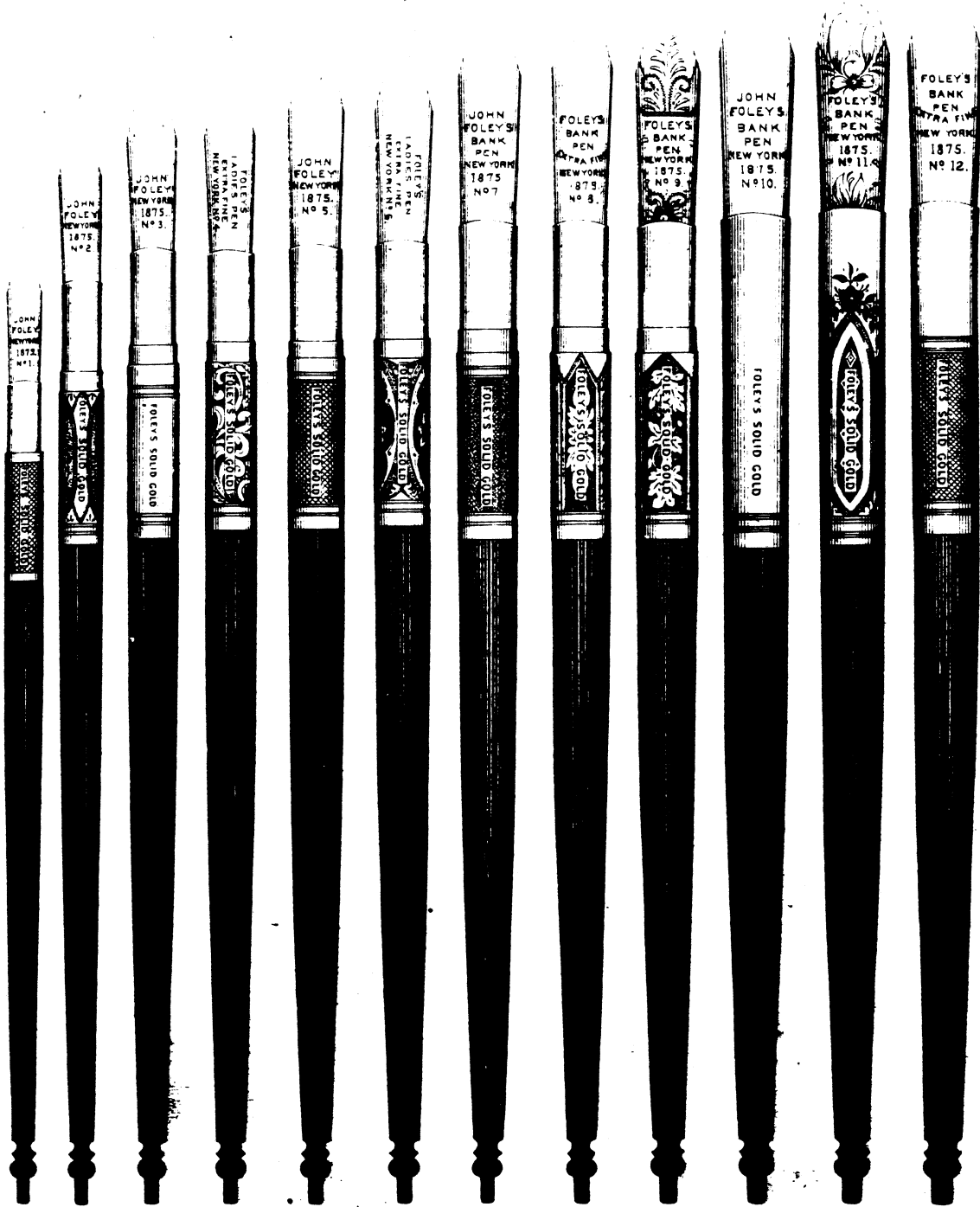
10 per cent. discount on all purchases of half dozen and upwards.



GOLD PENS, WITH GOLD-PLATED PEARL HOLDERS.

No. 1 Gold Pen and Pearl Holder and Box, each,	\$3 00	No. 5 to 6 $\frac{1}{2}$ Gold Pen & Pearl Holder & Box, each,	\$5 00
" 2 " " " " " "	3 50	" 7 to 8 $\frac{1}{2}$ " " " "	6 00
" 3 & 4 " " " " " "	4 50		

Slide and Deak, Pearl, same price.



GOLD PENS, WITH SOLID GOLD HOLDERS (Ebony).

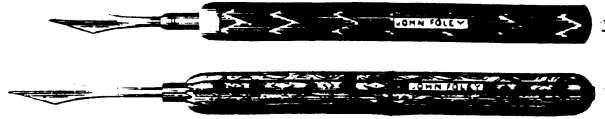
No. 1 Pen and fine solid gold Holder and Box...	\$3 00	No. 7 to 9½ Pen and gold Holder and Box.....	\$7 50
" 2 " " " " " " "	4 00	" 10 and 10½ Pen and " " " " " "	9 00
" 3 & 4 Pen and " " " " " " "	5 00	" 11 to 13½ Pen and " " " " " "	10 00
" 5 to 6½ Pen and " " " " " " "	5 75		

Three patterns—plate engraved, engine-turned.

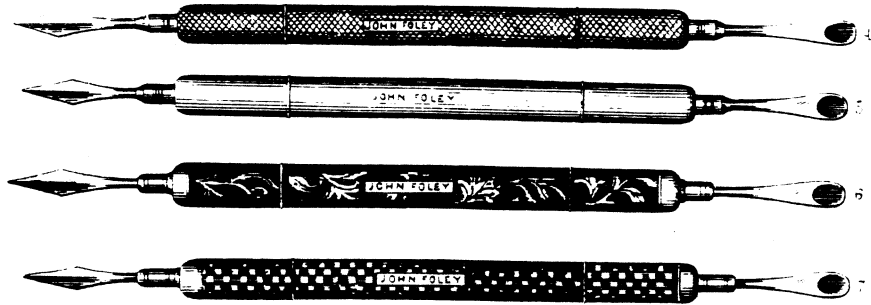
Pearl Handles, No. 1 to 9½, instead of above, ebony, \$1 00 each extra.

10 per cent. discount if you purchase a half dozen or upward.

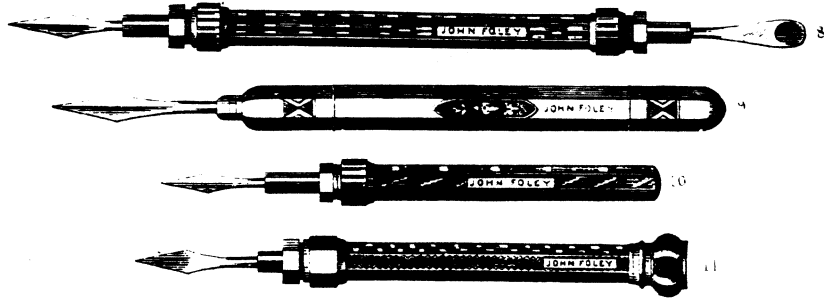
FINE SOLID GOLD GOODS.



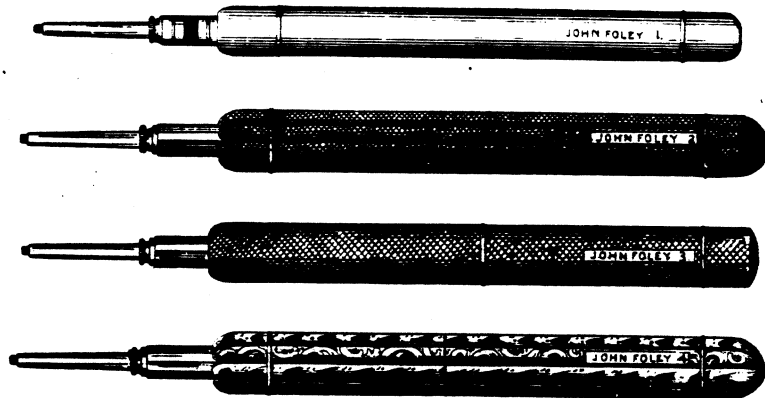
FINE GOLD SCREW TOOTH-PICKS.



FINE GOLD SCREW TOOTH AND EAR PICKS.



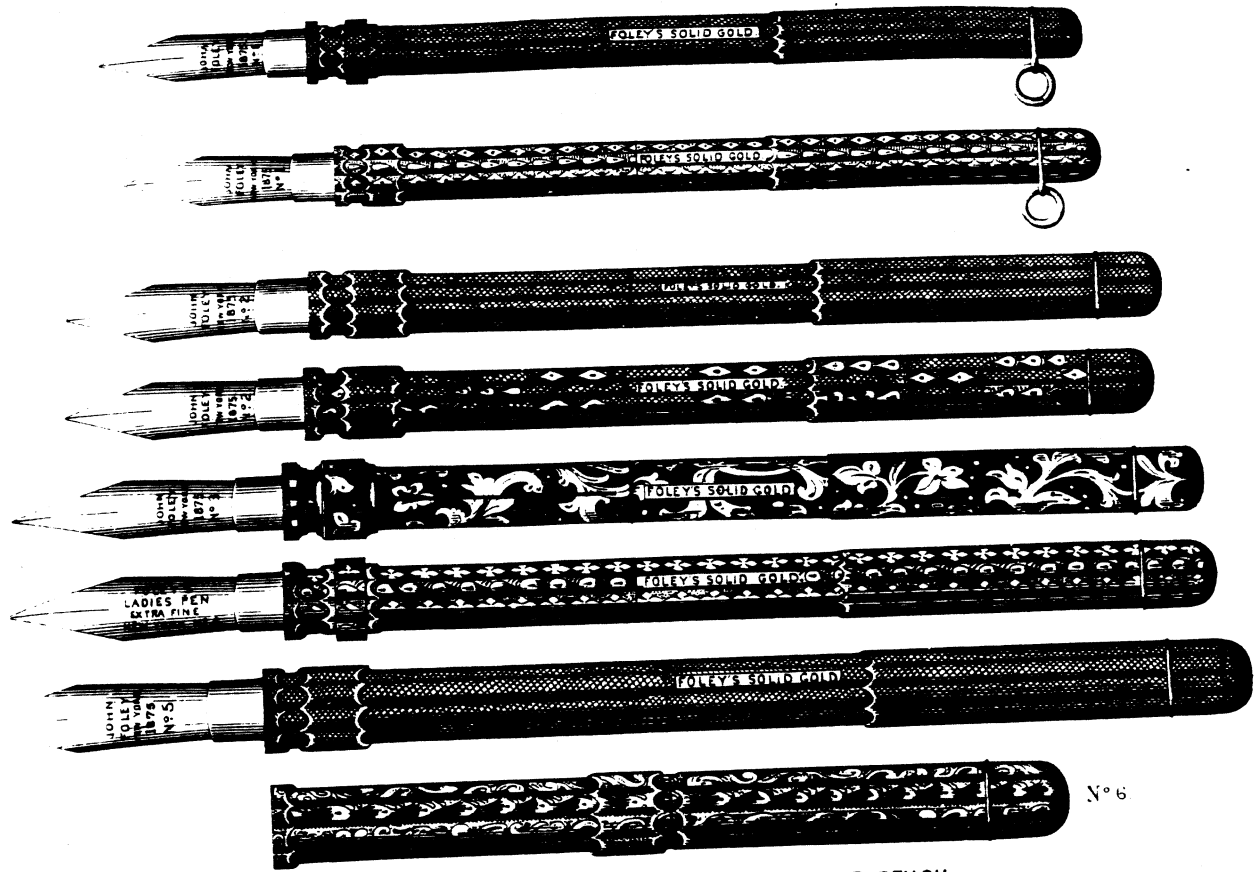
FINE GOLD SLIDE TOOTH-PICKS.



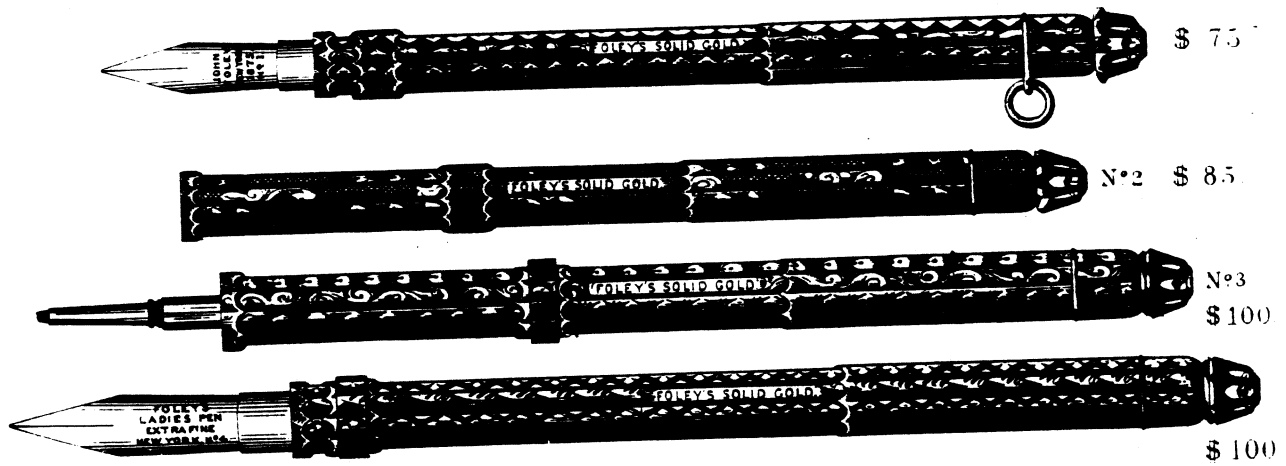
FINE GOLD SCREW PENCILS.

No. 2 Gold Screw Pick.....	each,	\$4 00	No. 8 Gold Slide Pick and Ear Spoon.....	each,	\$3 50
" 3 " " engraved.....	"	6 00	" 10 " " ".....	"	1 50
" 4, 5 and 7 Pick and Ear Spoon.....	"	6 00	" 11 " " ".....	"	2 00
" 6 " " engraved, ".....	"	7 00	" 1 and 3 Gold Screw Pencil.....	"	5 00
" 9 " " " ".....	"	8 00	" 2 " " ".....	"	6 00
			" 4 " " engraved.....	"	7 00

FINE SOLID GOLD GOODS (16 karat).



FINE SOLID GOLD SCREW CASES, WITH PEN AND PENCIL.



FINE SOLID GOLD SCREW PEN AND PENCIL CASES, WITH DIAMOND HEADS.

No. 1 Solid Case and Pen.....	each, \$10 50	No. 5 to 6 1/2 Gold Case and Pen.....	each, \$33 00
" 1 " " engraved.....	" 12 50	" 5 to 6 1/2 " " engraved...	" 25 00
" 2 " "	" 12 50	" 1, with Diamond Head,	" " 75 00
" 2 " " engraved.....	" 14 50	" 2, " " " " " " " "	" " 85 00
" 3 & 4 " "	" 16 00	" 3, " " " " " " " "	" " 100 00
" 3 & 4 " " engraved.....	" 18 00	" 4, " " " " " " " "	" " 100 00

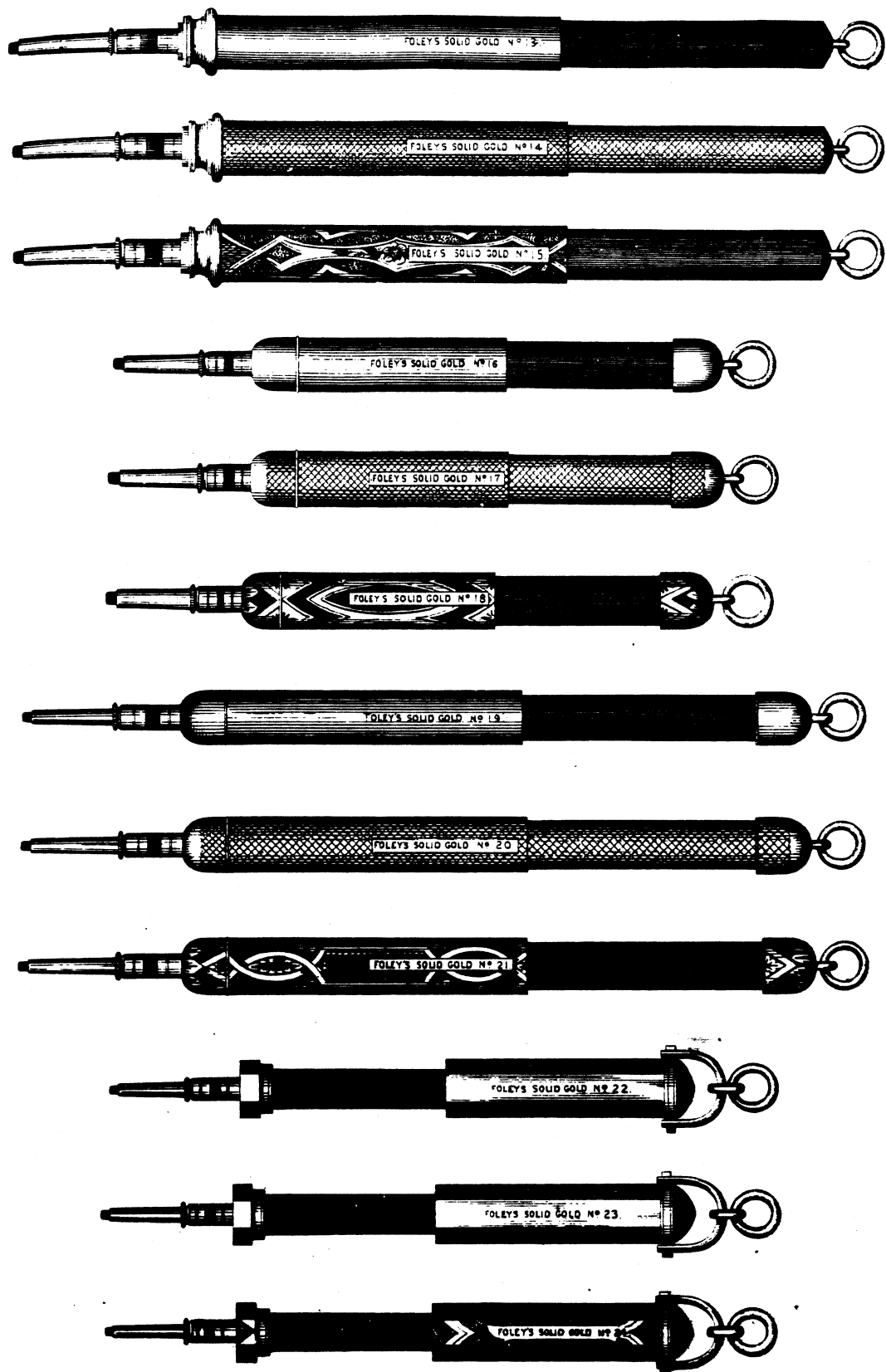
Including neat Morocco Box.

FINE SOLID (16 karat) GOLD MAGIC PENCILS.



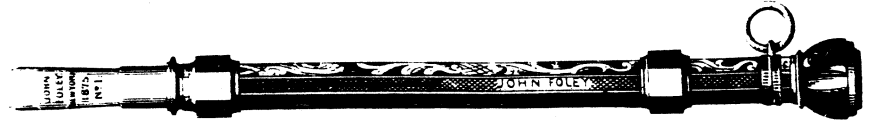
No. 1 & 2 Plain & Engine turned.....each, \$7 50	No. 7 & 8 Plain & Engine turned.....each, \$10 00
" 3 " " engraved.. " 8 50	" 9 " " engraved " 14 00
" 4 & 5 " " " 10 00	" 10 & 11 " " " 16 00
" 6 " " engraved .. " 12 00	" 12 " " engraved " 18 00

FINE SOLID (16 karat) GOLD MAGIC PENCILS.

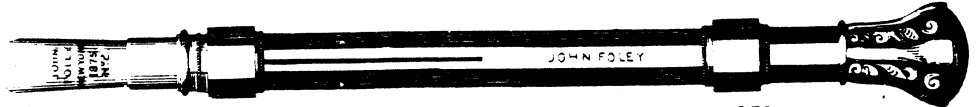


No. 13 & 14 Plain & Engine turned.....each, \$30 00	No. 19 & 20 Plain & Engine turned.....each, \$30 00
" 15 " " engraved " 28 00	" 21 & 23 " " engraved " 28 00
" 16 & 17 " " " 14-00	" 22 " " " 28 00
" 18 " " engraved " 18 00	" 24 " " engraved " 25 00

GOLD GOODS.



\$ 1



\$ 1

GOLD DOUBLE SLIDE PEN AND PENCIL CASES.



\$ 12

GOLD EXTENSION PEN AND PENCIL CASE.



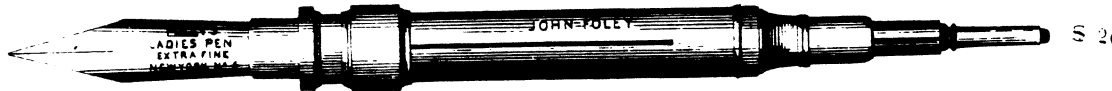
\$ 25

GOLD SCREW CASE, LARGE HEAD.

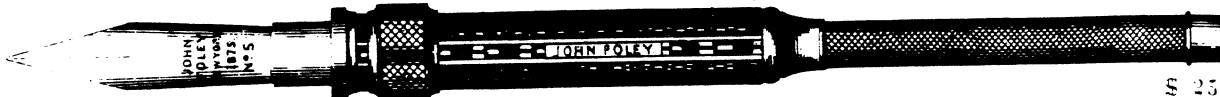


\$ 20

GOLD DOUBLE SLIDE PEN AND PENCIL CASE, LARGE HEAD.



\$ 2



\$ 25



\$ 5

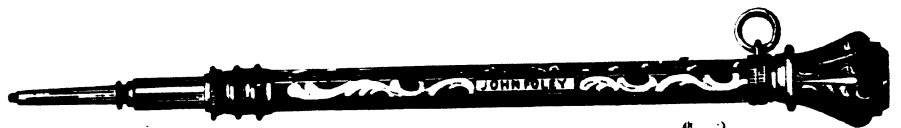
\$ 20

GOLD TELESCOPE PEN AND PENCIL CASES.



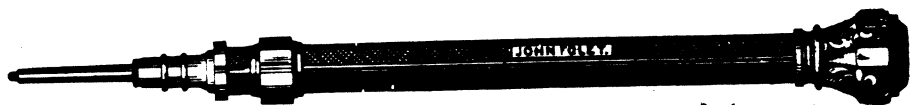
1

\$ 2



2

\$ 3



3

\$ 4

GOLD SLIDE PENCILS.

GOLD MOUNTED PEARL GOODS.



\$ 4



\$ 4 50

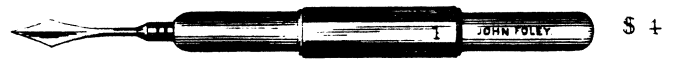


\$ 5



\$ 6

GOLD MOUNTED PEARL MAGIC PENCILS.



\$ 4

GOLD MOUNTED IVORY TOOTH PICK.

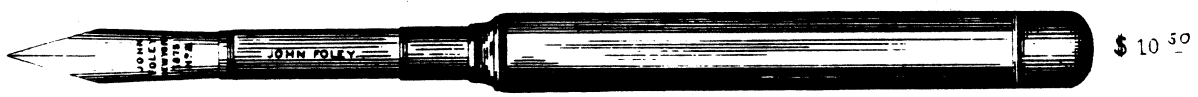


\$ 4 50

GOLD MOUNTED IVORY TOOTH AND EAR PICK.



\$ 10



\$ 10 50



\$ 11



\$ 11

GOLD MOUNTED PEARL PEN AND PENCIL CASE.



\$ 5

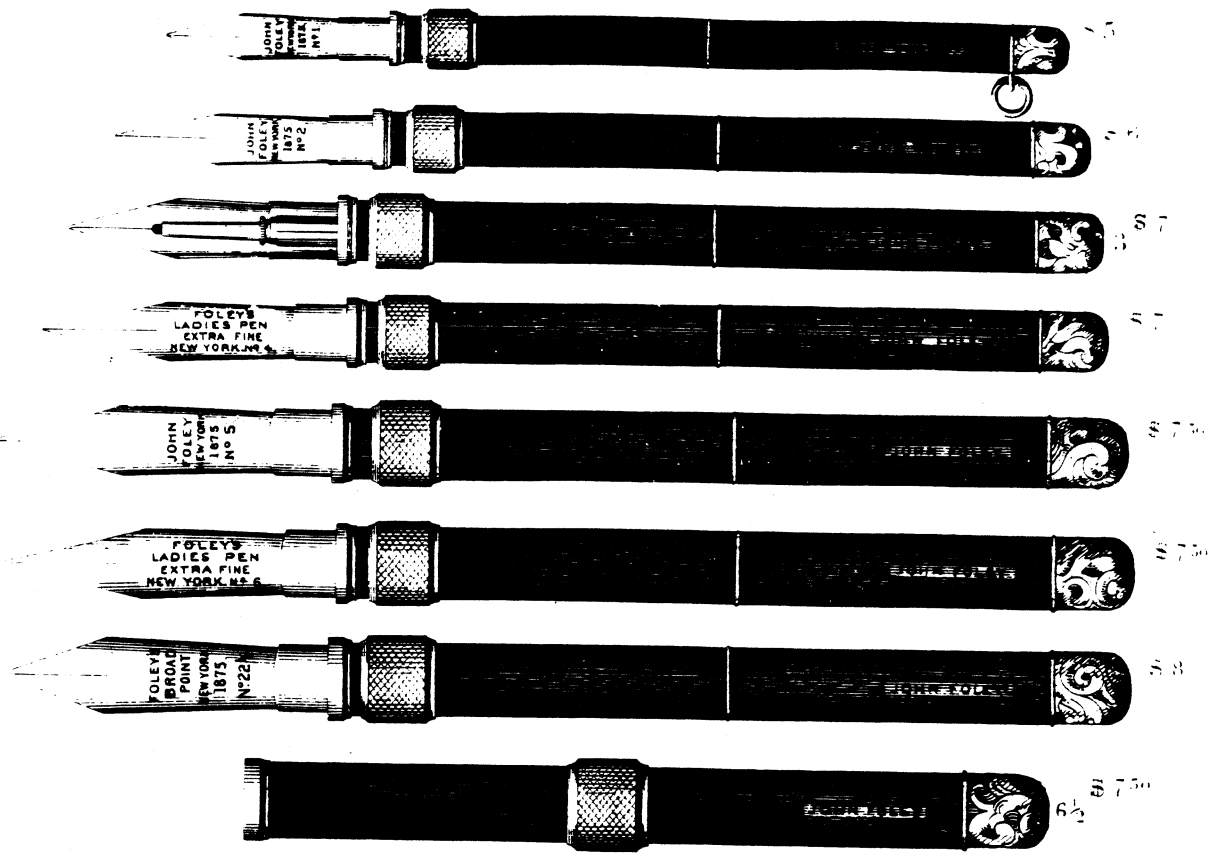
PEARL TOOTH AND EAR PICK.



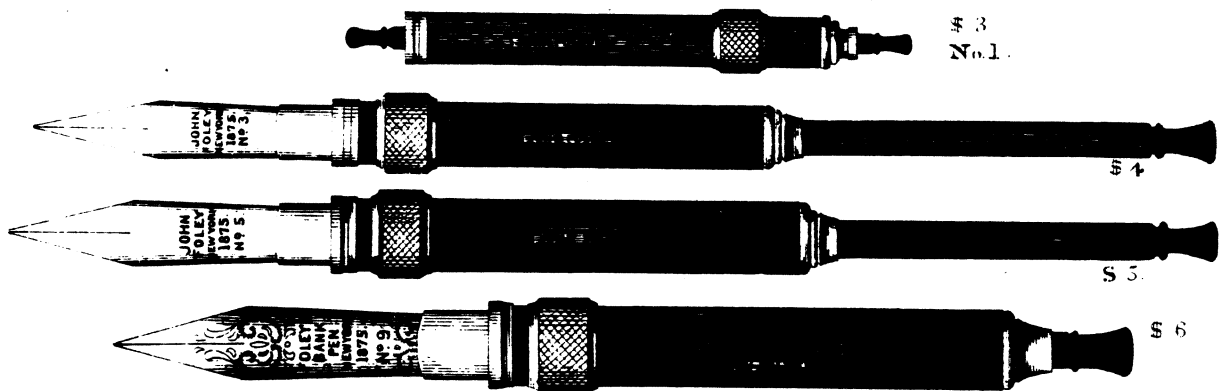
\$ 4

PEARL TOOTH PICK.

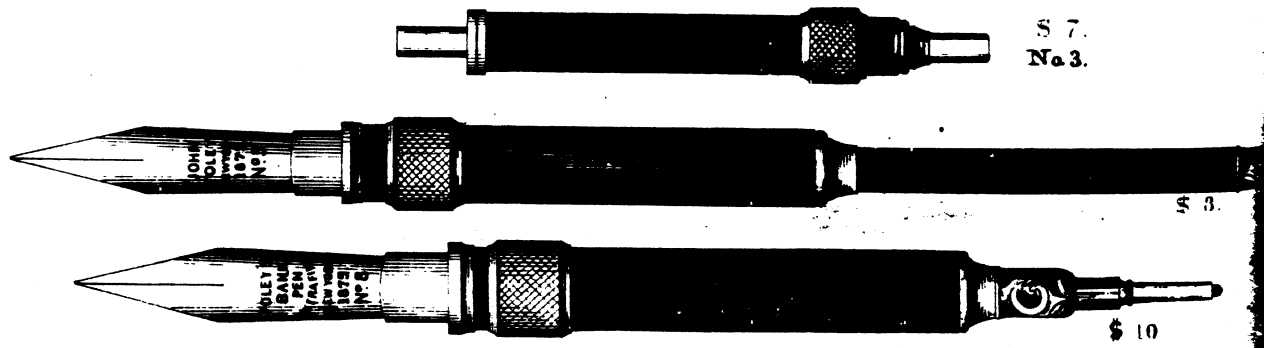
GOLD MOUNTED RUBBER GOODS (18 karat).



GOLD MOUNTED RUBBER SCREW PENCIL AND PEN CASES.




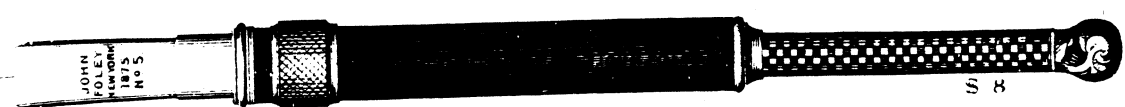
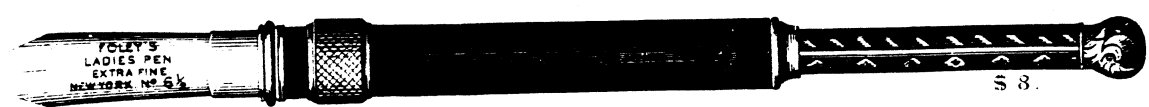





GOLD MOUNTED RUBBER TELESCOPE HOLDERS.




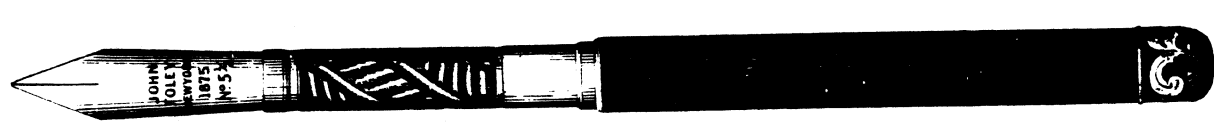



GOLD MOUNTED RUBBER TELESCOPE PEN AND PENCIL CASES.

GOLD MOUNTED RUBBER GOODS.

-  \$ 6.00
-  \$ 7.00
-  \$ 7.50
-  \$ 8
-  \$ 8.
-  \$ 8
-  \$ 8.50
-  \$ 8.50

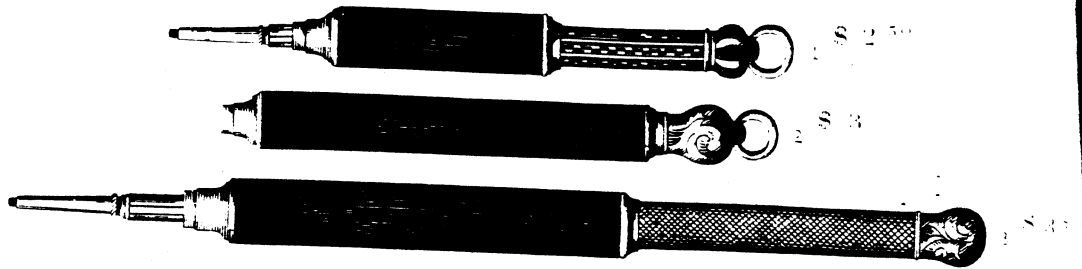
GOLD MOUNTED RUBBER MAGIC PEN AND PENCIL CASES.

-  \$ 5 No 1
-  \$ 6.
-  \$ 7.
-  \$ 7.50
-  \$ 7.50

GOLD MOUNTED RUBBER REVERSE PEN AND PENCIL CASES.

10 per cent. discount on all purchases of half dozen and upwards.

GOLD, RUBBER AND IVORY GOODS.



GOLD MOUNTED RUBBER MAGIC PENCILS.



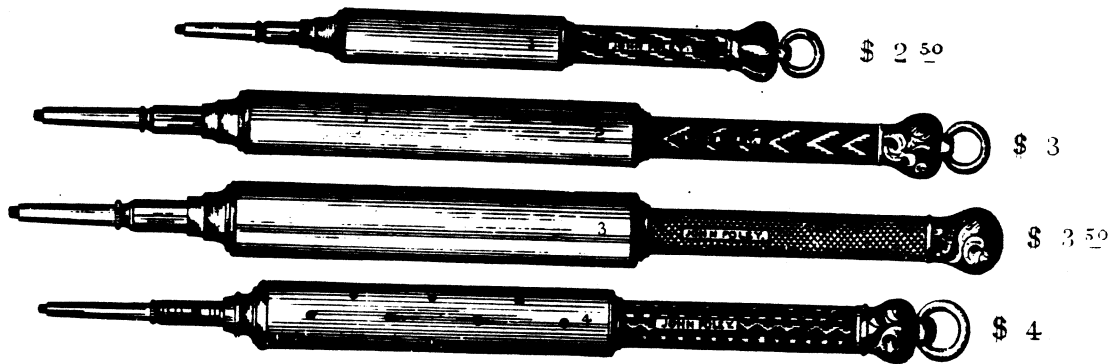
GOLD MOUNTED RUBBER SCREW PENCILS.



GOLD MOUNTED RUBBER TOOTH PICKS.

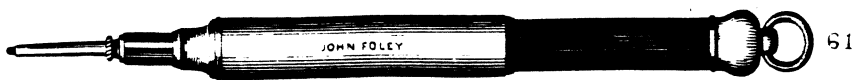


GOLD MOUNTED IVORY SCREW PENCILS.

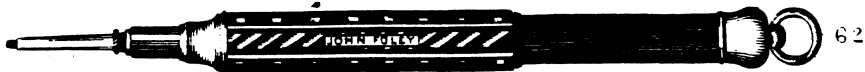


GOLD MOUNTED IVORY MAGIC PENCILS.

No. 1 Rubber Magic Pencil, ea. \$3 50	No. 3 Rubber Screw Pencil, ea. \$4 00	No. 3 Ivory Magic Pencil, ea. \$3 50
" 2 " " " " " 3 00	" 1 " " Pick " 3 00	" 4 " Dotted " " 4 00
" 3 " " " " " 3 50	" 2, 3 & 4 " " " 4 00	" 1 " Screw " " 2 00
" 1 " Screw Pencil, " 2 50	" 1 Ivory Magic Pencil, " 2 50	" 2 " " " " 3 50
" 2 " " " " " 3 00	" 2 " " " " 3 00	10 per cent. discount by the half doz.



61



62



63



64

61 to 64 \$ 1.50 Each



65

\$ 1.50



66

75 c.



12



67

\$ 1.50



68

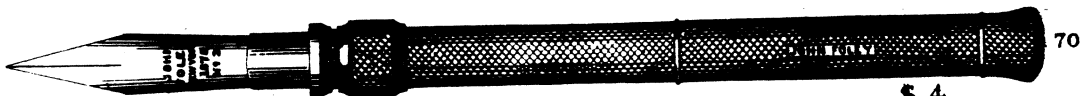
75 c.

ENAMELED SCREW PENCILS.



69

75 c.



70

\$ 4



71

\$ 5.



73

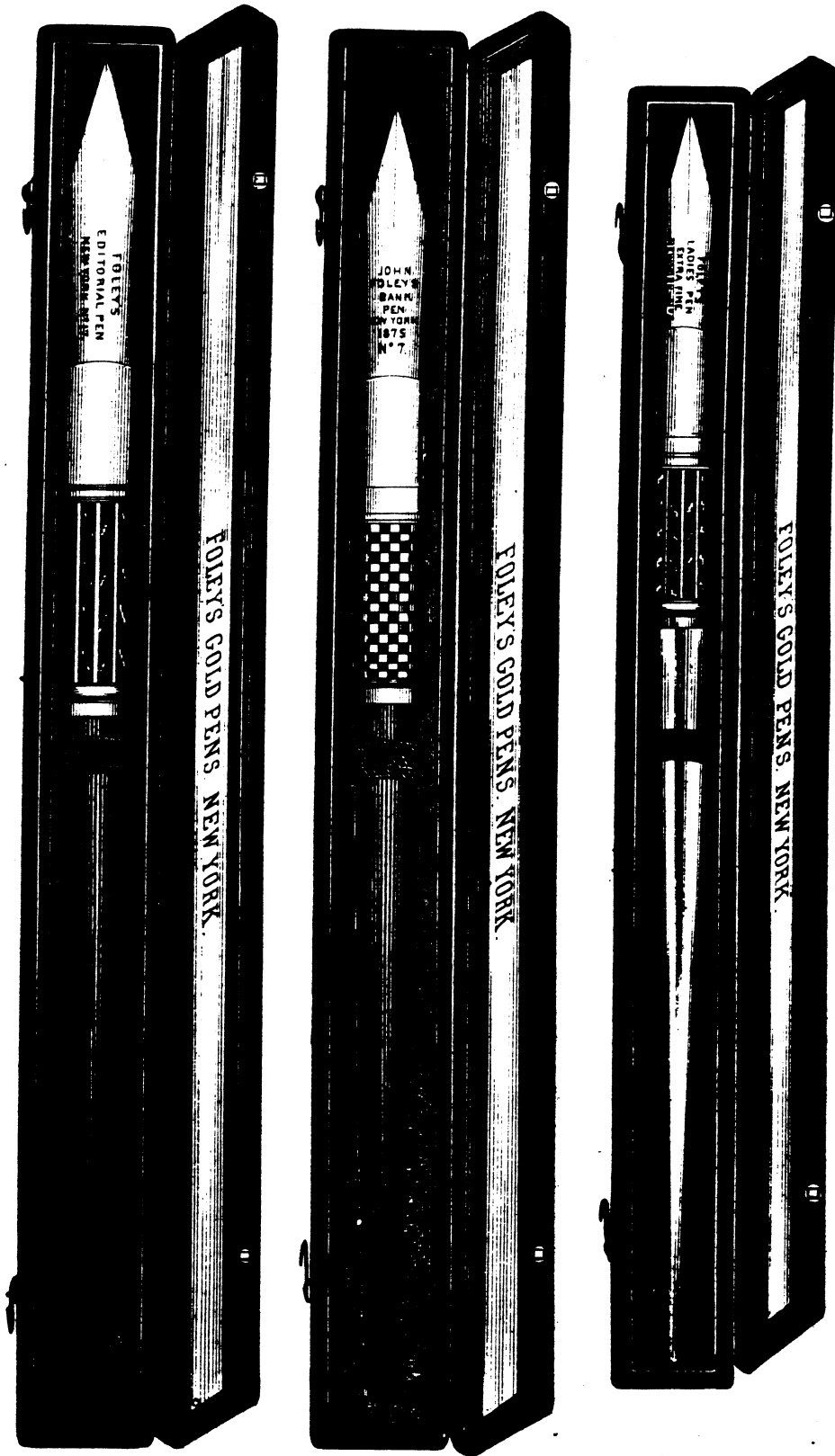
75 c.



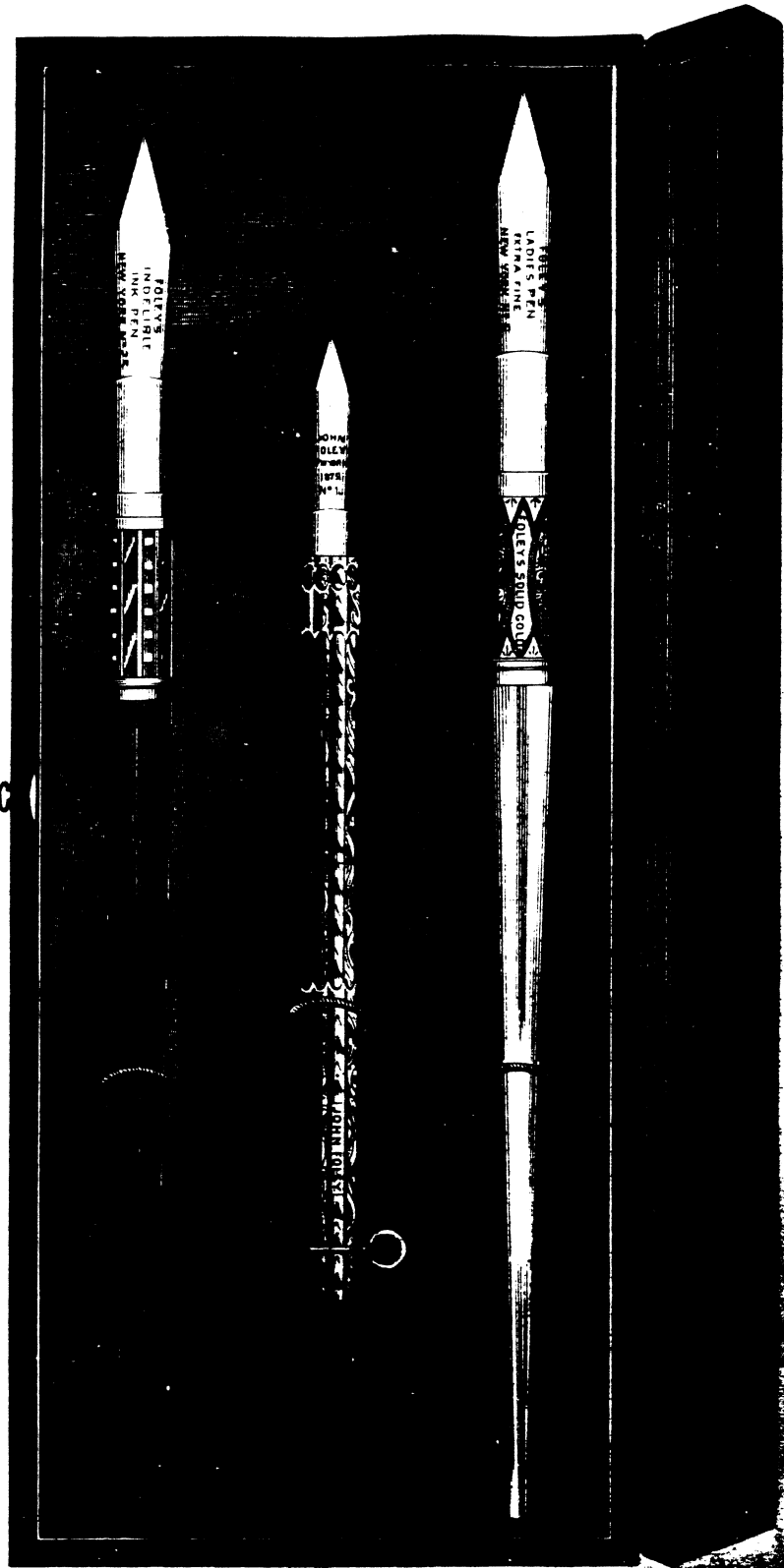
74

\$ 1.50

FOLEY'S SUPERIOR GOLD PENS.



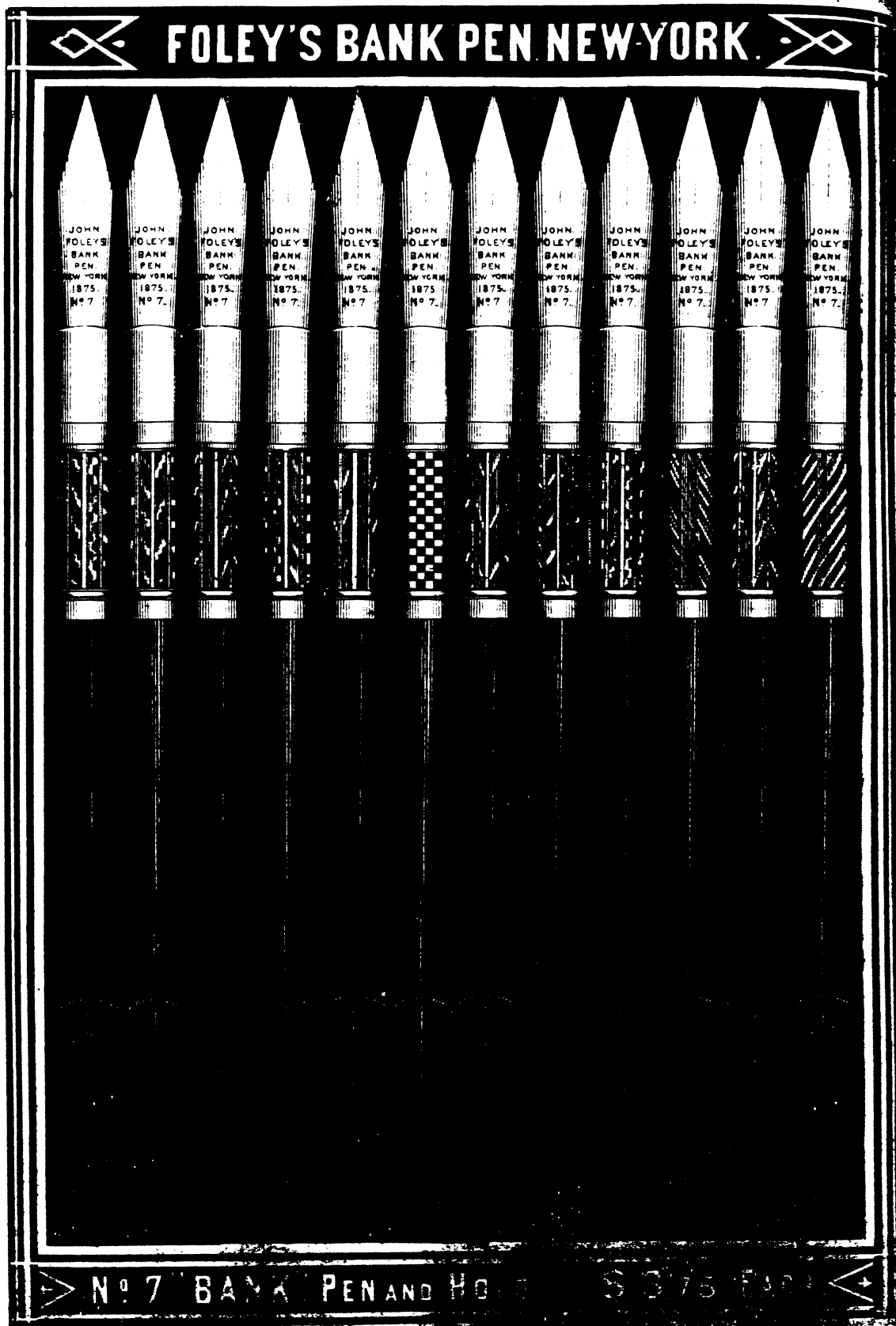
No. 4 Pen and Pearl Holder and Box.....each, \$4.50 No. 7 Bank Pen Holder and Box.....each, \$4.50
 No. 17 Editorial Pen and Holder and Box.....each, \$3.50
 Long Morocco Boxes, like above, to fit any size Pen and Holder.....each, 50 cents.



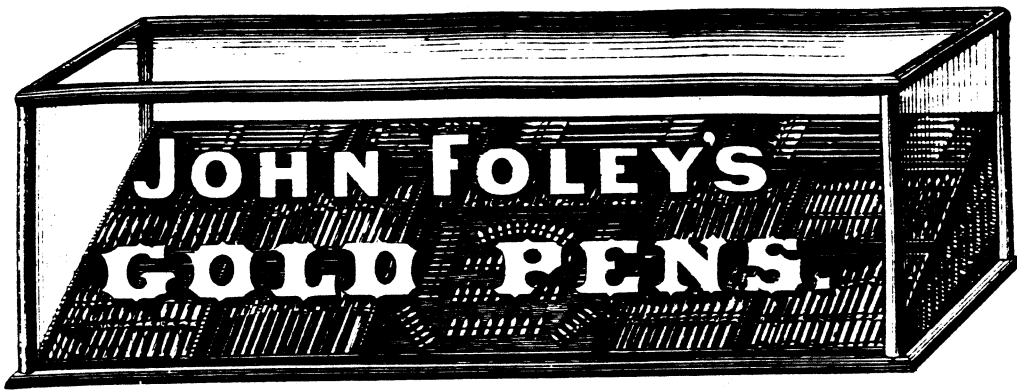
FOR WEDDING, ANNIVERSARY OR HOLIDAY GIFT

- No. 4 Ladies' Pen with fine Silk Nib and Pearl Holder.....
- " 1 " " " Engraved Case and Penholder.....
- " 25 Indellible Ink Pen and Holder for marking clothing.....

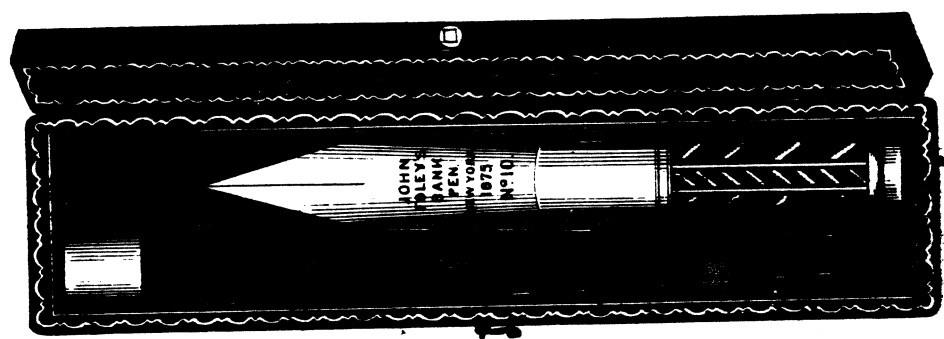
Handsome Morocco Silk, Velvet and Satta Head Boxes, like above, fitted up suitable for ladies or men, with any three articles that you may select; if amount is \$30 there will be no charge for the Box; otherwise add \$3 for value of Box. 10 per cent. off by the half dozen.



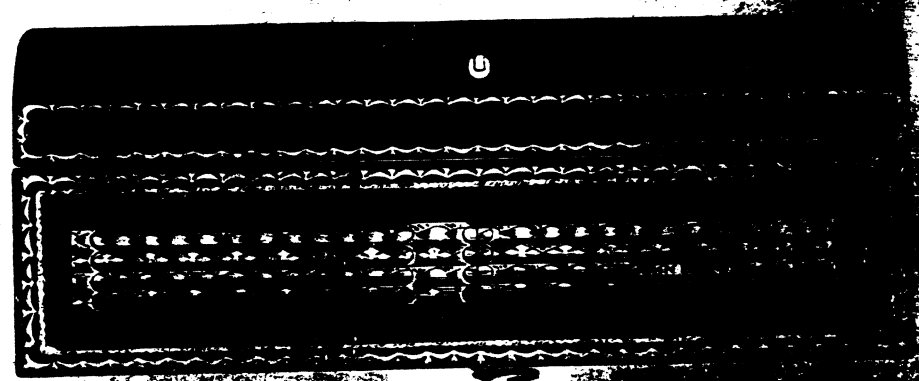
All Foley's Gold Pens are put up in neat trays like this one. They are sold at New York market selling prices. To save trouble to dealers, twelve pens (some for pens and some for pencils) will just fit into a three foot show case.



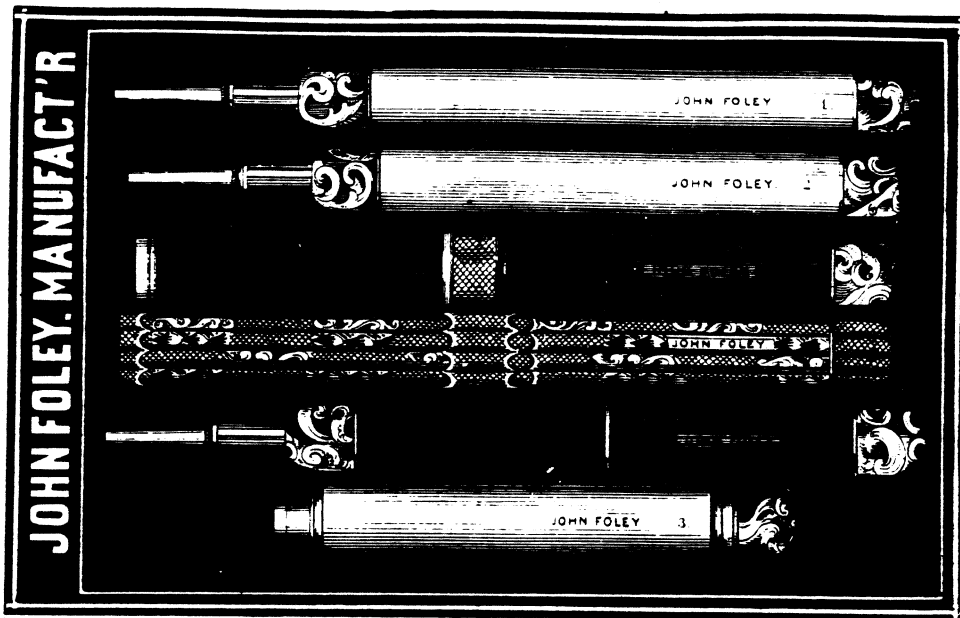
Three feet, Black Walnut, Bevel Front, Show Cases, Lettered in Gold, \$12.50 each.
 Will hold an assortment of \$200 to \$1,000 worth.
 SAME SIZE SILVER PLATED \$18 TO \$25



No. 10.—“ Bank ” Pen, Holder and Box. \$5.00.
 Morocco Boxes like this, to hold any size Pen and Holder, 25 to 50 cents each.

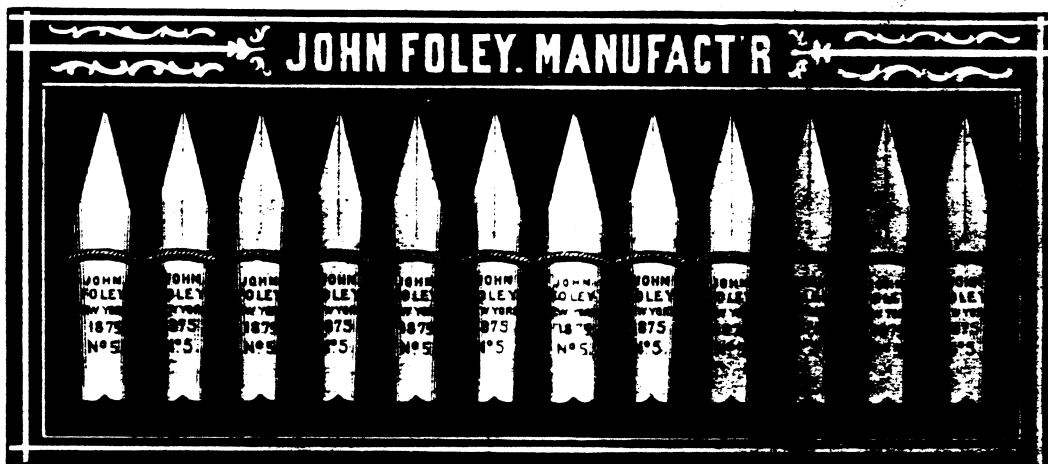


No. 5.—FINE GOLD PEN, PENCIL AND PENCIL CASE.
 Gold Pen and Pencil Cases or Gold Pen and Pencil Cases, put up in neat Morocco Boxes.



Foley's Improved Pen and Pencil Cases and Pencils of every kind put up in neat trays like this, without charge for trays.

A large stock of the newest style Pencil and Pen Cases always on hand.



No. 5—FOLEY'S SOLID GOLD PENS. . . . each, \$2.00. 10 per cent.

Foley's Celebrated Gold Pens put up in neat trays or boxes like this for sale.

TO STATIONERS, JEWELERS AND BOOKSELLERS.

We cheerfully recommend FOLEY'S GOLD PENS to the TRADE. We have sold them for years. We are well acquainted with Mr. FOLEY; he has been remarkably successful, and is now the leading Gold Pen manufacturer; a reliable man to do business with, and always accommodating.

The fact that there are more of FOLEY'S Pens used in New York than of all other Gold Pens combined, is the best proof of their superior quality and finish.

FRANCIS & LOUTREL, Stationers.
 T. W. ROE & Co., Stationers.
 CHAS. H. CLAYTON & Co., Stationers.
 C. E. BURNETT, Stationer.
 E. A. KINGSLAND & Co., Stationers.
 HENRY ANSTICE & Co., Stationers.
 THOS. O'KANE, Stationer.
 B. STRADLEY, Stationer.
 CORLIES & MACY, Stationers.
 R. G. HUTCHINSON, Stationer.
 S. A. TOWER & Co., Stationers.
 SLOTE & JANES, Stationers.
 L. H. BIGELOW & Co., Stationers.
 P. C. DEVLIN, Stationer.
 M. B. BROWN, Stationer.
 R. C. ROOT, ANTHONY & Co., Stationers.

P. P. J. DONVAN, Stationer.
 WILLARD FELT, Stationer.
 JOHN H. DUYCKINCK, Stationer.
 F. F. TAYLOR & FRANCIS, Stationers.
 P. W. DERHAM, Stationer.
 FREDERICK ALLEN, Stationer.
 S. BENEDICKS & Co., Stationers.
 E. W. SACKETT & BRO., Stationers.
 EDWARD FOE, Stationer.
 LYON & AMES, Stationers.
 CORNWELL BROS. & VOGLER, Stationers.
 MITCHELL & SEIXAS, Stationers.
 BENEDICT BROS., Jewelers.
 BOGART & GARSON, Stationers.
 WM. H. ARTHUR & Co., Stationers.
 SCHMIDT & CURTIUS, Stationers.

R. C. ROOT, ANTHONY & Co., Stationers,
 62 LIBERTY STREET, NEW YORK, May 25, 1868.

For many years we have been extensively engaged in stationery business with banks, merchants and insurance companies, keeping a large assortment of gold pens of various makers. Finding FOLEY'S Pens superseding the sale of the others, we found it to our interest a few years ago to sell them exclusively, and now, after a trial of seven years, we find the result perfectly satisfactory to our customers, and with little or no trouble to ourselves.

We consider FOLEY'S Bank Gold Pens the best and most saleable pens in this market, particularly for banking and insurance purposes. As we sell a large number of gold pens, we have given much attention to the same. We therefore recommend both Mr. FOLEY and his excellent Gold Pens to the trade throughout the country.

R. C. ROOT, ANTHONY & CO.

OFFICE OF ADAMS EXPRESS COMPANY,
 NEW YORK, December, 1866.

I am well acquainted with the process of gold pen making, being one of the late firm of SPENCER, RENDELL & DIXON, gold pen manufacturers. I have used JOHN FOLEY'S Gold Pens, and consider them, without any exception, the best and most perfect Gold Pens now manufactured.

HIRAM DIXON.

We fully concur with Mr. DIXON.

ADAMS EXPRESS COMPANY.

JOHN HOEY, *Superintendent Adams Express Company.*

ALEXANDER HOLLAND, *Treasurer American Express Company.*

NEW ORLEANS, La., January, 1867.

I have sold a large number of FOLEY'S celebrated Gold Pens for the past seven years, and have found them to give universal satisfaction.

T. FITZWILLIAM,

Wholesale and Retail Stationer, No. 76 Camp St.

I concur with Mr. FITZWILLIAM. FOLEY'S Gold Pens are the BEST.

JOHN W. MADDEN, *Stationer and Printer.*

SPECIAL TRADE NOTICE.

No. 2 Astor House, Broadway,

NEW YORK.

The large demand for my Diamond Pointed BANK and other GOLD PENS has induced certain Jobbers and Pen Makers, unable to find sale for their own goods, to exchange their Pens for old and damaged pens of my manufacture, which, after re-pointing and cleaning up, are sold to dealers as new goods. A leading stationery house was recently imposed upon in this way: goods were purchased by them as Foley's New Pens, some of which were 20 years old, being made and dated in 1854. No second-hand goods purchased in this way will be exchanged or taken back except as old gold.

FOR THE PROTECTION OF THE TRADE,

FOLEY'S are the only GOLD PENS which are dated the year in which they are manufactured, so that dealers may always rely upon receiving new goods. Those made and dated 1875 will be exchanged for any other goods of my manufacture unsuited to your market during the year 1876 (or one year after purchase), provided an order is given for a fresh assortment,—old or damaged goods excepted.

☞ Never send goods on consignment.

FOLEY'S SOLID GOLD PENS are the FINEST, BEST and CHEAPEST in the Market.

FULLY WARRANTED 16 $\frac{1}{2}$ KARAT FINE GOLD AS HERE APPEARS:

"UNITED STATES ASSAY OFFICE,
New York, December 10th, 1868.

GOLD BULLION DEPOSITED.—One GOLD PEN, stamped 'JOHN FOLEY'S Bank Pen. New York, 1868. No. 10.' Fineness of Gold, 870-1000, equal to 16 $\frac{1}{2}$ karat fine.

JOHN TORREY, Assayer."

☞ Adopted by the Government of the United States, and now in use in the several Departments at Washington.

FOLEY'S GOLD PENS are more durable, from the fact that they are made thick, heavy and elastic, and contain nearly one-third more fine Gold than that of any other Gold Pen of a like size. Refer to scales.

All finished in the best manner, and every Pen carefully examined before leaving the factory.

☞ **A Large Assortment of Fine Goods, New Styles, in**

Gold, Silver, Ivory, Pearl and Rubber Pencil and Pen Cases and Pen Holders.

Orders, with good references or Cash, will have immediate attention.

☞ STRANGERS ordering by Mail for the FIRST TIME, WITHOUT SEEING SAMPLES, may return the goods WITHIN TEN DAYS, IF FOUND UNSATISFACTORY, AND THE MONEY WILL BE REFUNDED.

☞ **SPECIALTY.**—Splendid Goods at very Low Rates. Sole Manufacturer of FOLEY'S Celebrated "Bank" Gold Pens. One Trade Price, fair, honorable dealing. All my Pens dated the year in which they are made.

P. S.—Neat Black Walnut three foot SHOW CASES (see page 35), bevel front (with Trays to fit), and Lettered in Gold, will be furnished to our friends at wholesale cost, \$12.50 each. It is true that parties offer to *loan or give them away*, provided a bill of goods is purchased, the prices of which are so fixed that the dealer actually has to *pay* for several show cases instead of getting one for nothing. I hardly need to suggest to close buyers, that if they need a Show Case they will promote their own best interest by purchasing the same in usual way.

THE OLDEST AND LEADING GOLD PEN HOUSE IN THE UNITED STATES. ESTABLISHED, 1848.

IMPORTANT TO DEALERS.

Desiring to promote the true interest of my customers and protect them from local competition hereafter, I shall only sell my goods to ONE STATIONER AND JEWELER IN EACH TOWN, large cities excepted, and in some places will give the sole agency to one house. *To such Agents I will agree to furnish.*

FIRST.—*The Finest and Best Solid Gold Pens, Pencils and Pen Holders, at low rates.*

SECOND.—A handsome engraved Certificate of Agency, with your name and address, also with names of several leading Merchants and Bankers of New York, certifying that FOLEY'S celebrated BANK GOLD PENS are the best and most perfect manufactured.

THIRD.—A large Gilt Gold Pen, for a sign, three feet long, *free of charge*, with neat show cards.

FOURTH.—Send me your present old stock of other makers, and I will fix it up and put it in salable condition FREE of charge, or I may take it on account, at a fair valuation, as you may direct, after I report to you its value.

FIFTH.—To avoid trouble and complaints of your customers, sell only the *finest and best Gold Pens*, of one manufacture; avoid mixed stock of two or more makers.

SIXTH.—See that your Pens are DATED EVERY YEAR, this being your only protection from old second-hand stocks (of those makers who refuse to date their Pens,) after being condemned as unsalable, and sent back by other dealers. There are thousands of half-made old Gold Pens in the market that are constantly being returned to the makers for exchange, which after being cleaned up, are sent back to the same or some other dealer. If the Pens were dated every year this could not be done; besides it is a great advantage to you to be able to determine, on looking at the date on a Pen, whether you bought or sold it in 1875 or in 1876.

SEVENTH.—The establishment in any town or city keeping the largest assortment of the best *Gold Pens and Pencils*, always does the largest Gold Pen business. Order by mail and save expense of sending Agent after it.

EIGHTH.—To make the Gold Pen business a success, do it properly as above, and you will be satisfied with the result. Unless you want to injure your business, never sell a friend or customer a *bad Gold Pen*.

☞ Terms 3 months, if good reference is given, or 5 per cent. discount for cash.

ON THE CONDITIONS,

FIRST.—That you will agree to sell my Gold Pens exclusively.

SECOND.—That you will purchase an assortment suitable for your town or city.

THIRD.—That you will renew your stock as often as sales will warrant, every three or four months.

FOURTH.—That you will return once a year, all your old stock to exchange for new-dated Pens.

FIFTH.—That you will *push sales*, advertising your Agency in Papers, Circulars, Envelopes, &c.

A fair compliance only with above is expected.

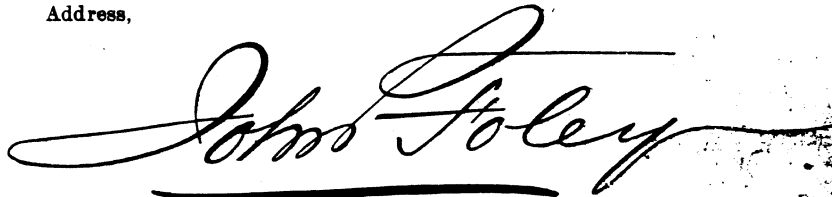
To save trouble, indicate amount, and I will carefully select such an assortment as I know will suit your trade. No Agent appointed unless at least a \$100 order is given.

A small assortment of \$100 to \$500 will suit your town, or \$1,000 to \$2,000 for large cities. This amount invested in *Gold Pens* will pay better than a larger sum put in any other goods; besides, it will add greatly to the neat appearance of the store, and make a handsome display.

☞ As this matter must be for our mutual interest, and to secure certificate of agency, your prompt answer, by mail, will oblige,

Very respectfully yours,

Address,



P. O. Box 15.

NEW YORK.

OFFICE OF THE PACIFIC MAIL-STEAMSHIP CO.,

NEW YORK, June 17th, 1868.

We have used JOHN FOLEY'S "Bank" Gold Pens in our office here for several years. For great durability and superior writing qualities, FOLEY'S are the "best" we have ever used.

THEODORE T. JOHNSON,

Secretary.

OFFICE OF WELLS, FARGO & CO.,

NEW YORK, June 18th, 1868.


We fully concur with Mr. JOHNSON, and desire specially to recommend FOLEY'S excellent Gold Pens to our friends in California, where Mr. FOLEY is about to establish an Agency for the sale of his Goods.

WELLS, FARGO & CO.,

By C. GODDARD, *Treasurer.*


FOLEY'S GOLD PENS

Being the FINEST and BEST Pens in the market, one of them will last for years, and prove to be the least expensive writing instrument ever invented.

 For sale by all first-class Stationers and Jewelers throughout the country, at the manufacturer's prices. By purchasing six or a dozen, ten per cent. will be deducted.

These goods sent by mail or express on receipt of Price, and selected carefully, as parties may indicate, to suit any hand—stiff, limber, coarse or fine writing Pens—with privilege to exchange, free of charge, if returned within one month. Bent or damaged Pens will not be exchanged; will always allow value for same.

Pencil Cases and Holders sent by mail should be put up in Morocco Boxes and registered. Send fifty cents extra for this purpose. Pens (without Cases or Holders) may be sent in a letter without extra charge. To avoid injury from post mark, pin or paste the Pen to the lower or left-hand corner of your letter.

 Do not warrant or recommend re-pointing Gold Pens. Cannot be made like or as good as new: Yet repairs will be done at the risk and to accommodate the owner. Charge for all repairing fifty cents, which should be sent with the Pen.

Address,

JOHN FOLEY,

Gold Pen Manufacturer,

P. O. Box 15.

NEW YORK.